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Message Text

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SUBJECT: CCPIT VISIT; DISCUSSIONS WITH NCUSCT

REF: PEKING 1854

1. VISIT OF CCPIT DELEGATION APPEARED TO GO WELL, ALTHOUGH THE NCUSCT FAILED TO REALIZE ITS HOPES OF SECURING CCPIT AGREEMENT TO ITS PROPOSALS. DELEGATION RECEIVED VIP TREATMENT (INCLUDING MEETING WITH PRESIDENT FORD, SPECIAL TRAIN, PRIVATE JETS, ETC.) THROUGHOUT VISIT. DELEGATION ALSO MANAGED TO DO SOME BUSINESS--E.G., MINMETALS CONTRACTED FOR PURCHASE OF SIZEABLE QUANTITIES OF ALUMINUM INGOT. WE HAVE ALSO HEARD FROM NCUSCT STAFF MEMBER THAT NCUSCT HAS RECENTLY RECEIVED FORTY NEW MEMBERSHIP APPLICATIONS, POSSIBLY STIMULATED BY CCPIT VISIT. NCUSCT NOW APPEARS TO BE GOING THROUGH PROCESS OF SOBERING UP FROM COMBINATION OF EUPHORIA INDUCED BY GOOD ATMOSPHERE OF VISIT AND DISAPPOINTMENT OVER LACK OF CCPIT AGREEMENT TO ITS PROPOSALS. VICE-PRESIDENT MEL SEARLES TOLD US PRIVATELY THAT NCUSCT HAS TO GET ON WITH THE JOB OF PROMOTING ITS
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UTILITY TO THE CCPIT AND TO THE TRADE RELATIONSHIP IN

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GENERAL BY CAREFUL HARD WORK.

2. NCUSCT AND CCPIT HELD TWO DAYS OF BUSINESS MEETINGS IN WASHINGTON AT BEGINNING OF VISIT, ROUNDED OUT BY FURTHER DAY OF DISCUSSIONS IN SAN FRANCISCO JUST PRIOR TO PRESENTATION OF NCUSCT PROPOSALS. ON SECOND DAY, CCPIT GAVE RETURN PRESENTATION AND COMMENTED ON FIRST DAY'S PROPOSALS. (THESE TWO SESSIONS WERE TAPED, AND WE WILL POUCH TRANSCRIPT WHEN AVAILABLE.) LEGAL ISSUES WERE HANDLED SEPARATELY IN DISCUSSIONS BETWEEN WALTER SURREY OF NCUSCT AND LIU SHAO-SHAN. NO AGREEMENTS RESULTED FROM FIRST ROUND OF MEETINGS. AT SESSION IN SAN FRANCISCO, CCPIT CLARIFIED ITS RESPONSE TO NCUSCT PROPOSALS, WHICH WAS STILL LARGELY NEGATIVE.

3. IN GENERAL, CCPIT RESPONSE TO NCUSCT PRESENTATION WAS AS WE EXPECTED. CCPIT REFUSED TO COMMIT ITSELF TO SPECIFIC EXCHANGES OF INDUSTRIAL MISSIONS IN 1976. NCUSCT HAD SUBMITTED LIST OF 27 FIELDS OF INTEREST, AND HAD MADE SPECIFIC PROPOSALS FOR VISIT OF MACHINE TOOL BUILDER'S ASSOCIATION AND FOR SHIPPING ASSOCIATION VISIT. CCPIT AGREED TO TAKE LATTER TWO UNDER ADVISEMENT BUT REJECTED LIST AS TOO GENERAL. THEY FINALLY AGREED IN PRINCIPLE TO THE POSSIBILITY OF DISCUSSING CERTAIN TECHNICAL PROBLEMS INVOLVED IN MOUNTING EXHIBITIONS, BUT THEY DEFERRED EVEN TENTATIVE CONSIDERATION OF SPECIFIC DATES FOR EXHIBITIONS AND EXPRESSED AWARENESS OF THE CLAIMS/ASSETS IMPEDIMENT TO EXHIBITIONS IN THIS COUNTRY. THE CHINESE DISPLAYED NO INTEREST IN TRADE OFFICES, NOTING THAT THE COMMERCIAL SECTIONS OF THE LIAISON OFFICES WERE SUFFICIENT. THE DISCUSSION ON LEGAL ISSUES PRODUCED AN AD REFERENDUM AGREEMENT ON STANDARD CONTRACT LANGUAGE FOR SETTLEMENT OF DISPUTES BY CONCILIATION AND ON USE OF SWEDISH ARBITRATION MECHANISM. THERE WAS NO SUBSTANTIVE DISCUSSION OF THE "NON-GOVERNMENTAL AGREEMENT" PROPOSAL. CCPIT SUGGESTED THAT QUESTION OF FURTHER EXCHANGES OF VISITS BETWEEN THE TWO ORGANIZATIONS BE DISCUSSED AT THE GOVERNMENT-TO-GOVERNMENT LEVEL. NCUSCT WOULD LIKE TO ARRANGE FOR RETURN VISIT IN SPRING OF 1976.

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4. DELEGATION HAD BRIEF CEREMONIAL MEETING WITH PRESIDENT FORD WHICH WAS ALSO ATTENDED BY SECRETARY KISSINGER AND ASSISTANT SECRETARY HABIB. THERE WAS SEPARATE MEETING WITH COMMERCE SECRETARY MORTON (ALSO CEREMONIAL), AND A LUNCHEON WITH MEMBERS OF CONGRESS, INCLUDING MANSFIELD, SCOTT, RHODES, RIBICOFF, AND FINDLEY. THERE WERE NO SPEECHES GIVEN AT LUNCH.
KISSINGER

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